

Qualified salesperson in life-science for ObsteCare's international expansion

We are looking for a sales person who would like to join ObsteCare, a life-science company, for an exciting journey. You appreciate working in an international start-up environment, selling to demanding customers. You need to be able to develop new markets and customers.

We think that you may have a background selling drugs for medical use or medical equipment.

We value the right personal qualities. The person we are looking for demonstrates drive and initiative. You can come from a variety of backgrounds and we encourage people with a broad range of experiences and within a wide age span to apply. It is valuable, but not necessary, if you have a background in medicine or health care.

As ObsteCare is only in the beginning of an exciting commercial journey there are great opportunities to grow with the company and assume greater responsibilities over time.

The job consists of selling and implementing ObsteCare's products in maternity wards globally.

Background

ObsteCare offers innovative solutions for improving care during child birth, to the benefit of both mothers and maternity wards.

Labor dystocia is a major problem during child birth, throughout the world. Approximately 40% of all first-time mothers suffer from dystocia and prolonged labor.

Dystocia causes suffering for mother and child alike, as well as medical complications leading

to a reduced quality of life for women.

Oxytocin is the dominating treatment for dystocia and it is well known that improper administration of oxytocin can be detrimental for both mother and child.

Based on world-class research from Karolinska Institutet ObsteCare has developed a method, AFL[®], for measuring lactic acid in amniotic fluid. Knowing the concentration of lactic acid in the amniotic fluid allows you to individually adjust the dosage of oxytocin infusions for optimum effect.

AFL[®] improves the quality of delivery care and increases the productivity at maternity wards.

Offering

ObsteCare's offering consists of:

- A method to monitor child birth,
- A measurement probe for amniotic fluid,
- A measurement station to measure the concentration of lactate in amniotic fluid and
- An education and training package.

130 million children are born annually, of which 5 million are born in Europe, 4 million in the US and 0,1 million in Sweden. These are ObsteCare's target markets, focusing on maternity wards as customers.

An extensive training program in conjunction with the introduction of AFL[®] at the clinic ensures a successful implementation of AFL[®] method.

Contact information

Eva Forsén Ingers,
Mobile: +46 70 630 39 34
eva.forsen_ingers@obstecare.com
www.obstecare.com